



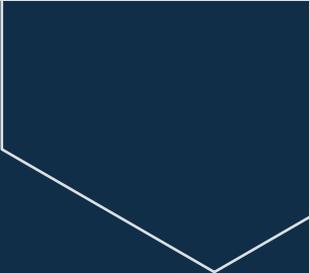
**Teledermatology with AI:  
Better patient outcomes, less financial pressure**

Rachael Dovey, Commercial Director

**HFMA 2024**

# AGENDA

- Skin Analytics: who we are & what we do
- The 'Dermatology' challenge
- The solution: Skin Analytics pathways
- Health Economic reviews
- Q&A



# Who we are and what we do



# Skin Analytics

Our 50+ strong team of dedicated experts

## Leadership Team



Neil Daly  
CEO



Dr Dan Mullarkey  
Medical Director



Rachael Dovey  
Commercial Director



Jim Holmes  
Technology Director



Snigdha Jain  
Product Director



Jack Greenhalgh  
AI Director



James Hamlyn  
QA/RA Director



David Puttergill  
Operations &  
Finance Director

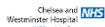
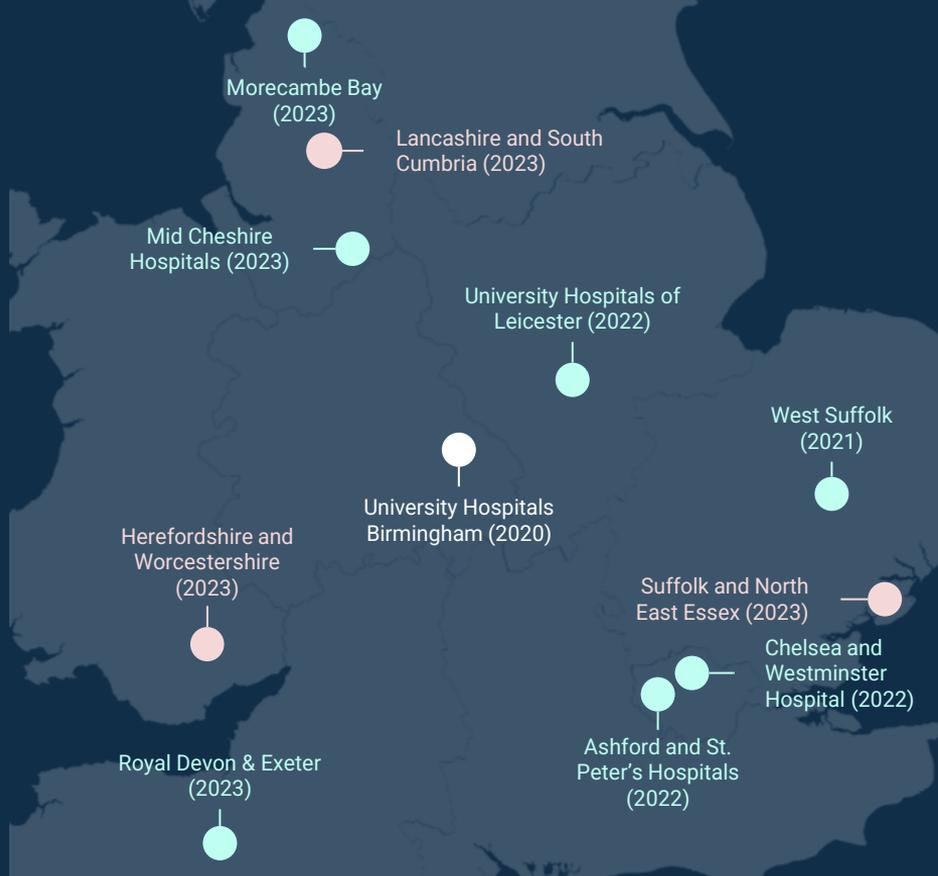


*“We’re working to create a world where no one dies from skin cancer”*

Since 2020, we have launched 17 partnerships with the NHS and have seen >81,000 patients with skin lesions



- CDC Sites ●
- Secondary care ●
- Mix (CDC + Secondary) ●



# The 'Dermatology' challenge

The image features a dark blue background with white line art shapes in the corners. In the top right, there is a shape resembling a house with a pointed roof. In the bottom left, there is a similar shape, also resembling a house with a pointed roof. The text 'The 'Dermatology' challenge' is centered in the middle of the image in a white, sans-serif font.

## The UK Dermatology challenge



1

Less than 1 in 10 referrals result in a skin cancer diagnosis



Huge amount of resource needed to rule out cancer when the focus should be on treatment

2

24% of Consultant Dermatologist posts are unfilled<sup>2</sup>



Shrinking workforce means waitlist are increasing, leading to costly in/outsourcing

3

Skin cancer is the largest referring cancer speciality<sup>3</sup>



Leaving less capacity for Routine and follow-up appointments, driving poor Trust performance overall

4

Growing routine backlog due to COVID-19 with 1 in 4 melanoma found here<sup>4</sup>



Disproportionately affects patients who are Older or from Black, Asian backgrounds



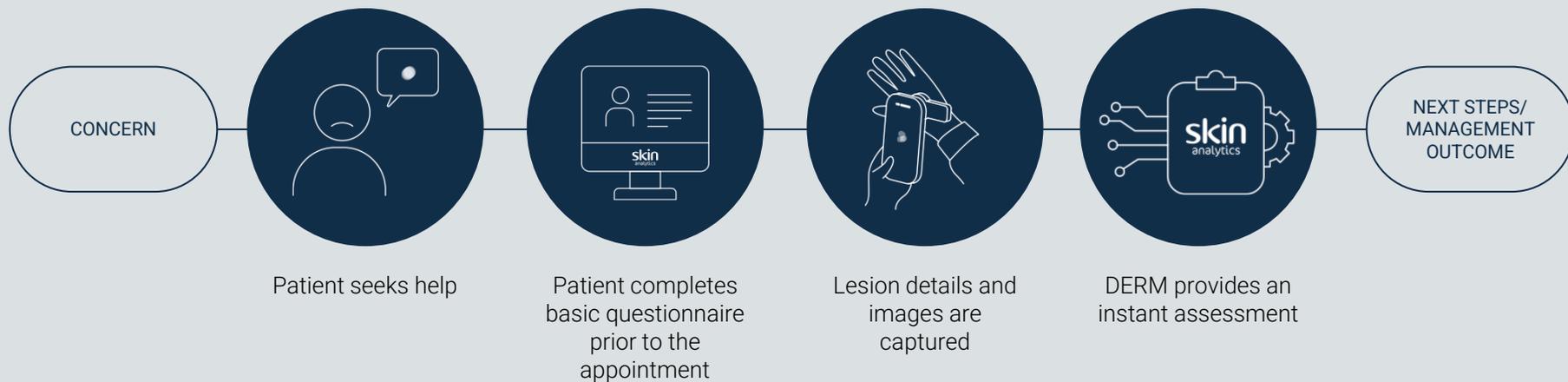
**The solution:**  
Skin Analytics AI powered skin cancer pathways

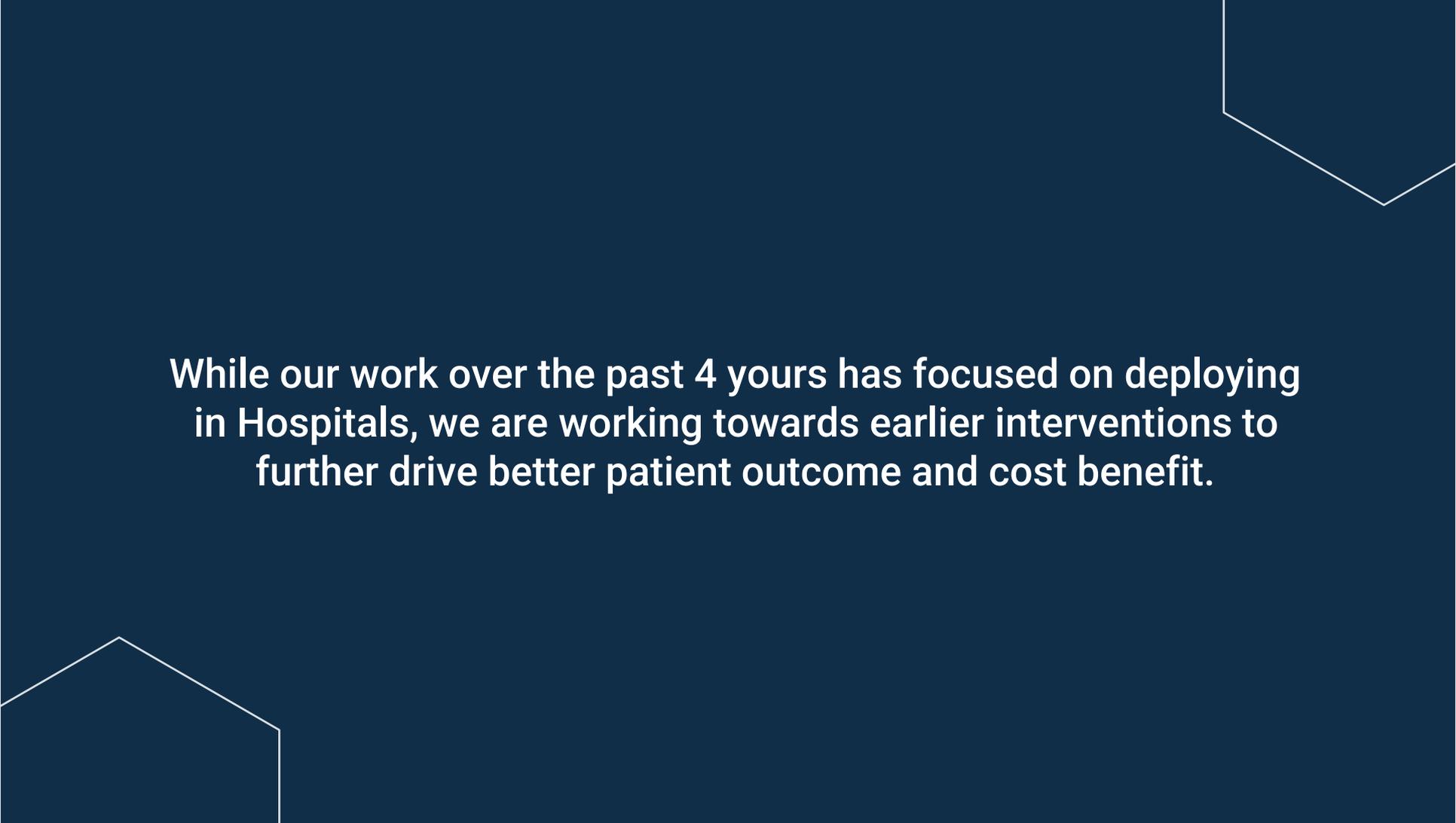
## Skin Analytics Pathway

Improving capacity and reducing urgent referral waitlists

*DERM is the only AI for dermatology that is a UKCA*  
**Class IIa Medical Device**

DERM analyses dermoscopic images of a skin lesion to help find cancers





While our work over the past 4 years has focused on deploying in Hospitals, we are working towards earlier interventions to further drive better patient outcome and cost benefit.

# Skin Analytics Pre and Post Pathways | Real-world impact

Improve early diagnosis of skin cancer by:

- Increasing melanoma sensitivity at the first review to the level of a skin cancer specialist

Improve patient outcomes and experiences by:

- Reducing wait times from referral to appointment
- Reducing biopsy rates
- Improving patient satisfaction

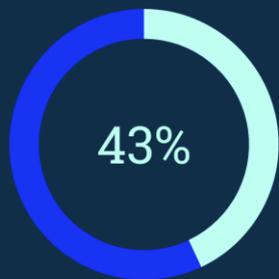
*Demonstrated through prospective clinical studies and in real world clinical settings.*

# Since partnering in 2021, SNEE and Skin Analytics have



522

Patients seen  
(data until Jan 24)



of patients through the  
hub have **avoided an  
urgent suspected cancer  
(USC) referral**

=



£28,057

Cost savings



of patients in January  
2024 alone **avoided a  
USC referral** and were  
either discharged,  
referred back to primary  
care, or given a care plan.

# Health Economic reviews so far

## Health Economic reviews so far

Together with the Exeter Test Group and supported by our AI in Health and Care Award, we're proud to have conducted our own health economic analysis.

**Net savings from using Skin Analytics' DERM equates to:**



£51.89  
**per patient**



£259,000 **per year**  
for a trust seeing 5,000 skin cancer referrals



£34,500,000 **per year**  
across NHSE's 664,000 2ww skin cancer referrals

All of this work in secondary care will be under the scrutiny of NICE as part of the Early Value Assessment expected to be published in April 2024.

## Health Economic reviews so far

The Health Innovation East Midlands funded a review of the Skin Analytics pathway with University Hospitals Leicester by Edge Health:

- The pilot achieved a benefit **cost ratio of 1.05**  
This ratio was in fact diluted by the cost of providing a second read - an additional step that is not required and increases referrals with associated time and cost implications.
- Indicative scenario analysis of potential future models showed higher benefit cost ratios from **1.27 to 1.88**. These ratios are mostly driven by greater operational efficiency in imaging clinics as the pathway matures, as well as removing the second read.

Based on this analysis, removal of the second read and scaling of the pathway across the region could lead to NHS Midlands-wide benefits in the region of **£5.5 million in one year.**

“

We're hopeful that using the pathway including Skin Analytics at an early stage in the community, will result in a reduction in 2 week wait referrals coming to WSH.

A reduction in 2 week wait referrals with a smaller case body to focus on skin cancer, should allow us to improve the 28-day target for faster diagnosis standard.

We want faster access to diagnosis for patients and better experience in their skin cancer pathway - and for all dermatology pathways.

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## Dr Rachel Jenkins

Consultant Dermatologist

West Suffolk Hospital NHS Foundation Trust



Thank you for listening, over to you...

Q&A



skin  
analytics

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